CS150-b

Independents solidify niches in their markets—65, 103

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National Home Center News®

SECOND CLASS

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Former W. R. Grace executive named as ceo of Pay 'N Pak

By Brad Altman

KENT, Wash. — Former W. R. Grace executive John H. Markley has been named chairman and ceo of Pay 'N Pak, headquartered here.

Markley replaces David J. Heerensperger, who resigned Aug. 1 after nearly 20 years as chief executive of the 102-unit retailer (*NHCN*, June 5). Heerensperger reportedly has not severed all ties; he remains a Pay 'N Pak consultant.

Heerensperger said Markley's "experience in our industry will serve the company well and his style of management should work well with our employees. I wish him the best."

NHCN photo 1985

John Markley

Markley was not available for comment, and officials from Pay 'N Pak declined to comment beyond Heerensperger's statement.

(Continued on page 216)

Looking to the '90s . . .

Retailers lay down the law: no bar code, no shelf space

By Tim O'Malley

NATIONAL REPORT — The home center industry, still lagging behind others in automated inventory and point-of-sale management, is finally laying the groundwork for widespread application of bar coding.

And that groundwork is sure to give more punch to the vow by many retailers that they will drop suppliers whose products don't have bar codes.

"Letters have been sent to all our vendors," said Bob Berman, vp-operations for the 134-unit Builders Square. "We want bar codes and there's really no getting around it."

This month, the American Hardware Manufacturers Association (AHMA) issued the industry's first recommendations on bar coding hardlines—a 50-page book detailing everything from bar coding basics to options in printing Uniform Product Code (UPC) stickers.

"This is what the industry has been waiting for," proclaimed William Farrell, president of the 1,000-member AHMA. "We're a little late, but the important thing is we got it done."

Expected to follow with guidelines of its own in September is the National Forest Products Association (NFPA), which claims that many large lumber producers will be

(Continued on page 220)

Channel sounds retreat from Long Island; looks to sell stores in competitive market

By Tom Bagsarian

WHIPPANY, N.J. — Channel Home Centers was negotiating in late July to sell some, and possibly all, of its 13 stores on Long Island, N.Y., to Marshalls Inc., an off-price retail chain.

A spokeswoman at Marshalls, based in Woburn, Mass., confirmed that negotiations between the two companies had been taking place, though she declined further comment. Channel operates eight stores in Nassau County and five in Suffolk County.

Closings in Texas

This pending deal coincides with the closing of at least four of Channel's Handy Dan stores in Dallas and three in Austin, Texas. Sources in that state told *NHCN* that newspapers in those two cities ran ads announcing the July 31 closings. The same ads stated merchandise would be sold at 20 percent off.

Officials at two of Handy Dan's Texas competitors told *NHCN* late last month that merchandise at the four least-productive Dallas stores was being transported to the remaining three, which were apparently staying open.

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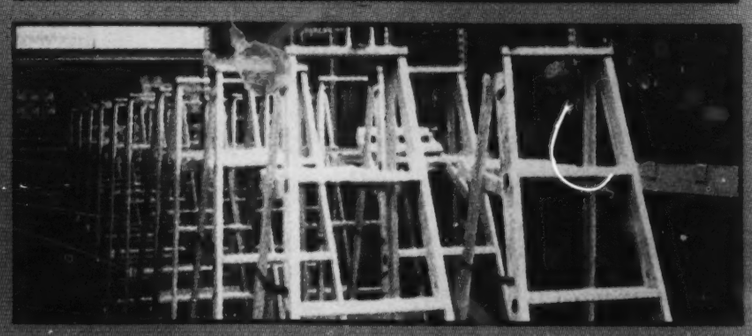

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INDUSTRY UPDATE

Denny to start warehouse chain

SAN ANTONIO, Texas — Frank Denny, the former Builders Square chairman, wants to raise money to start up a new warehouse home center chain, and is teaming with former HomeClub president Sean Lee in this effort.

A prospectus for the new company was scheduled to be issued in the first or second week of August, with a fall opening of its first stores planned. But the location of these units remains in question; Denny has a noncompete clause with K mart, which operates 141 Builders Square units in virtually every major and most prime secondary markets in 28 states. Roger Davis, an attorney with K mart, wouldn't specify the extent of this clause. Denny did not return phone calls left with his San Antonio, Texas, office.

G-P settles strike at five mills

ATLANTA — Georgia Pacific settled a strike at five of its Mississippi and Arkansas plywood mills.

An estimated 2,000 union employees were back at work July 17 following the week-long walkout over contract differences. A spokeswoman for Georgia Pacific said union members agreed to a four-year pact with a 3 percent annual pay increase but relinquished overtime pay for Sundays. Mills returned to full production, the spokeswoman said.

National prices for plywood and oriented strand board were unaffected by the settlement. Plywood composite prices dropped $18 per thousand square feet to $258 (mill price). Oriented strand board stayed high at $200 per thousand square feet.

Stambaugh's avoids Columbus

HEATH, Ohio — Stambaugh-Thompson opened its newest store here about 30 miles east of Columbus, Ohio, on July 29.

"We don't have a death wish," explained company president Phil Thompson regarding why the company's 21st store is opening in this city of about 7,500 people and not in the much larger market just to the west. "Columbus is pretty well saturated."

The new 40,000-square-foot location is a little smaller than the average Stambaugh's, since it occupies a building that had been a former Heck's Department Store, Thompson said.

Ex-Wickes Lumber ceo honored

EUGENE, Ore. — Les Hagen, former right end for the University of Oregon Ducks, will be inducted into the Oregon Sports Hall of Fame.

Hagen, 63, better known as the former chairman, president and ceo of the $1.2 billion Wickes Lumber chain, was a member of the 1948 Ducks football team that defeated Southern Methodist University in the Cotton Bowl in 1949. The entire 1948 team was to be honored Aug. 12.

Yardbirds to open 2 N. Calif. units

PETALUMA, Calif. — Yardbirds, the six-unit DIY chain based here, has scheduled two northern California store openings early next year.

In January the retailer will open a 40,000-square-foot store in Rohnert Park and a 50,000-square-foot unit in Vacaville, according to John Headley, Yardbirds' president.

Headley said within two years Yardbirds will move its office and distribution center from Petaluma to the 8.2-acre Rohnert Park site, which formerly was a BMC West lumberyard.

Idaho-headquartered BMC West shuttered the facility in late May and moved its operations to Healdsburg, where the contractor-oriented chain already operates a truss manufacturing plant.

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Available for calls 9-5:30 (E.S.T.)

Schaffer, former Diamond exec, now ceo of Erb Lumber

By an NHCN staff editor

BIRMINGHAM, Mich. — Jim Schaffer has been named president of Erb Lumber, and will assume the title relinquished by current chairman and ceo Fred Erb.

Erb confirmed Schaffer's hiring on Aug. 2, which followed an informal search. As president and coo of the Michigan-based company, Erb said Schaffer would be responsible for the day-to-day operations with the chain's operations personnel reporting to him.

"I'm at an age where I want someone to come in and take over," said the 66-year-old Erb. His son, John, is the chain's vp-retail operations.

Courtesy Diamond Lumber

James Schaffer

Until his new appointment, Schaffer, 43, was executive vp-marketing and operations for Diamond Lumber in Dallas. Diamond, a contractor-oriented, 62-unit chain with 1988 sales of $273 million, has trimmed a number of executives in the last 30 days to cut corporate overhead (*NHCN*, July 31).

Erb said Schaffer's name came to him because of the changes at Diamond. Schaffer, contacted in Dallas, said his position at Diamond "was secure, yet there are a lot of changes at Diamond."

(Continued on page 215)

Builderama names new head

By an NHCN staff editor

SAVANNAH, Ga. — Don Whipple was named the new president-elect of Builderama Aug. 1, and will succeed the current president, Don Kole, when the 59-year-old executive retires between now and January 1990, Kole said.

Whipple, 54, joins the 10-unit company from Channel's Handy Dan division, where he was vice president and general merchandise manager. Whipple had been with Handy Dan since 1976. He could not be reached for comment.

"One of the reasons [for the transition period] was for Whipple to take a look at where the company is and where it could grow," said Kole.

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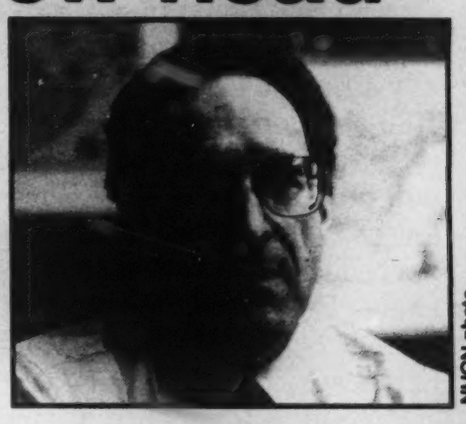

NHCN photo

Don Kole

Rickel retains consultant team to devise plan against new rivals

By an NHCN staff editor

SOUTH PLAINFIELD, N.J. — A month after its chief executive officer resigned, the 51-store Rickel Home Centers has brought in a team of consultants, presumably to develop an action plan to compete against new dealers entering the Northeast such as the Home Depot and Builders Square.

Sources familiar with the chain told *NHCN* that the team is headed by Moshe Meidar, a strategic analyst of some repute in the corporate community. Also included are former Builders Emporium ceo Jack Edwards, and Robert Whitman, who until last month was vp-merchandising at Somerville Lumber, based in Waltham, Mass.

In addition, Will Vachon is said to have completed a 10-day assignment as part of the team. Vachon resigned June 6 as senior vp and general manager for Pergament, the Melville, N.Y.-based chain with 40 stores.

Vachon also spent 31 years at Rickel, stepping down in 1987 as executive vp after reportedly being excluded from the management team that took the chain and its parent,

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Business Watch

Section 4

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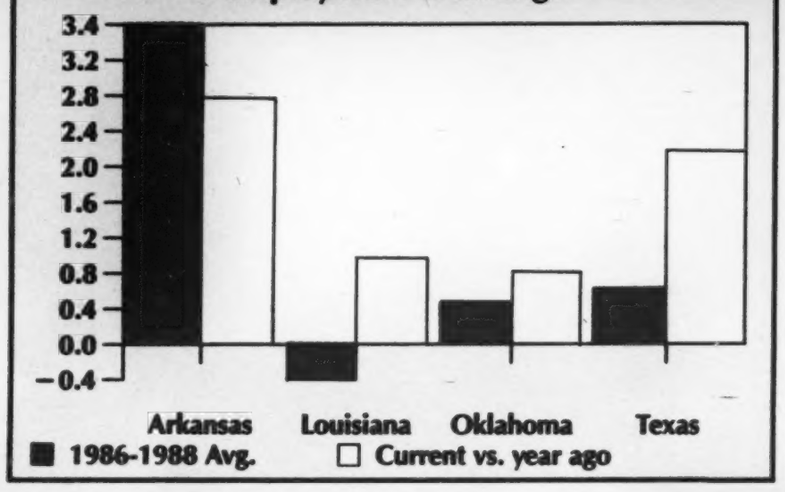

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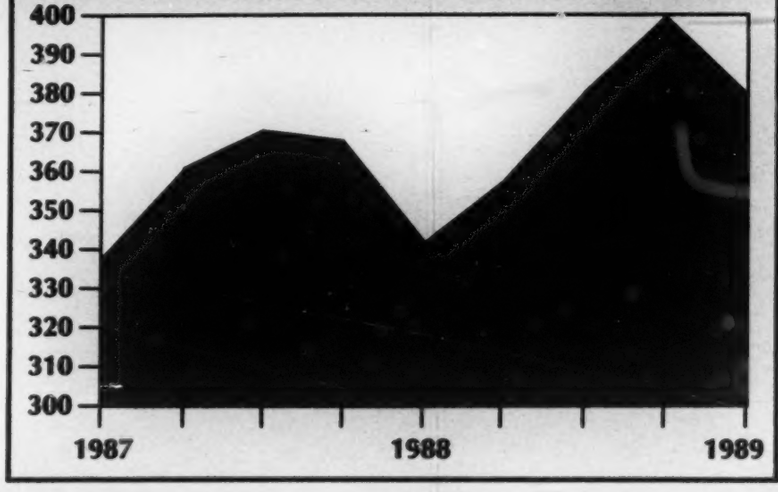

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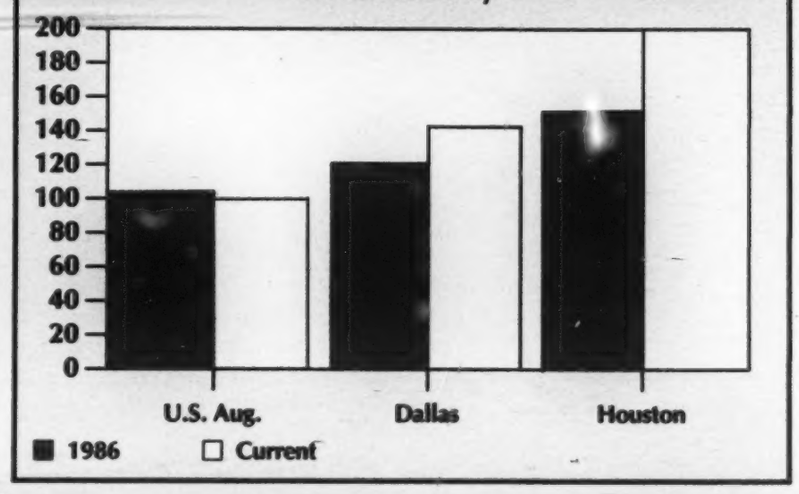
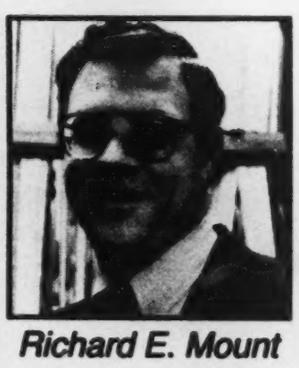


West South Central states emerge from localized recession

By Richard Mount
Special to NHCN

Building material sales in the West South Central states are advancing at a faster pace than the national average in the first half of 1989. This year we expect sales in this region to increase at least 5.7 percent, and for the nation 5.2 percent.

During the first quarter of 1989, sales were up 12 percent from a year ago; nationally, the increase was only 8.4 percent. Adjusting this year's increase for the expected rise in inflation, regional sales in unit volume should be up 1.5 percent.



Richard E. Mount

The region is now emerging from a localized recession brought on by the drop in energy prices, and the recovery in the West South Central states should be stronger than the national rate of growth. While energy prices are still low, the region is stabilizing and demand is strong. For building materials retailers here, sales gains should be stronger than the national average this year and next.

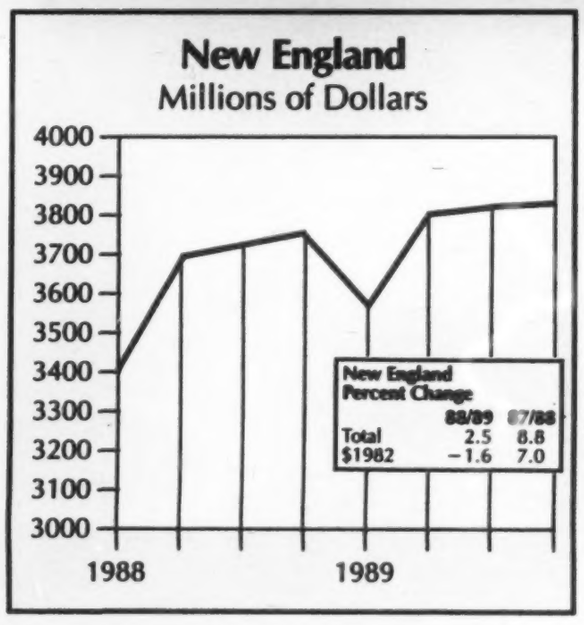
Strength in building material sales is growing from gains in employment—up 1.9 percent from last year—and higher levels of resales. First quarter resales were up 11.5 percent from a year ago. This strength is also reflected in the region's total retail sales.

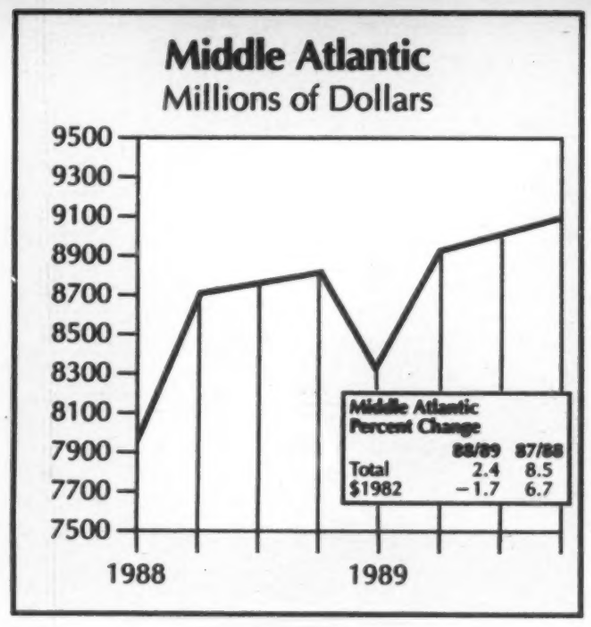
Arkansas is enjoying a 2.8 percent rise in employment, the fastest in the region. This state has the least energy dependency and has weathered the oilpatch crisis better than its neighbors. Texas is the second in terms of employment growth—currently up 2.1 percent from a year ago. While construction employment remains soft, there is strength in services and government.

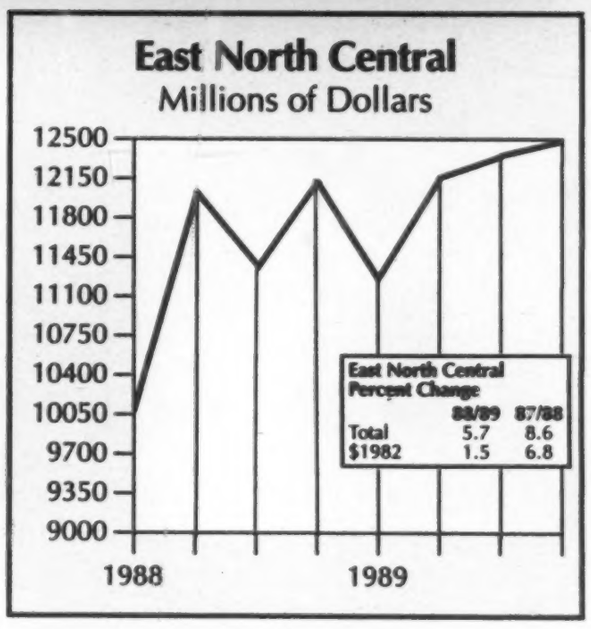
Oklahoma is enduring the slowest employment growth in the region, up only 0.7 percent from a year ago, with Louisiana running a close second weakest at 1 percent growth.

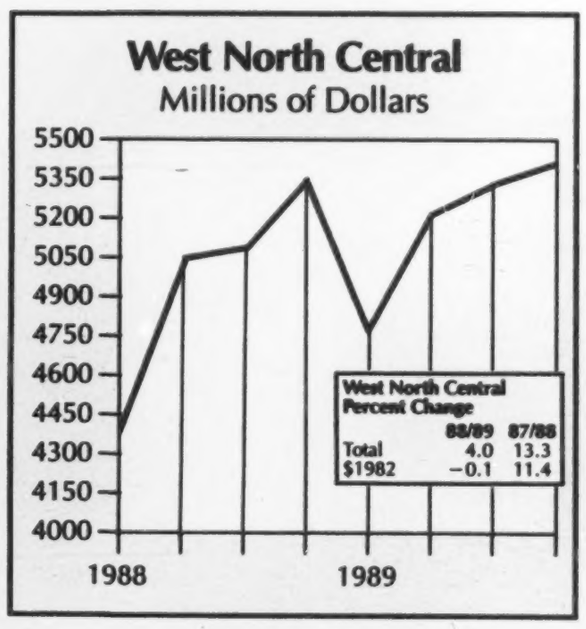
Richard Mount is president and chief economist with Mount Economic Consulting.

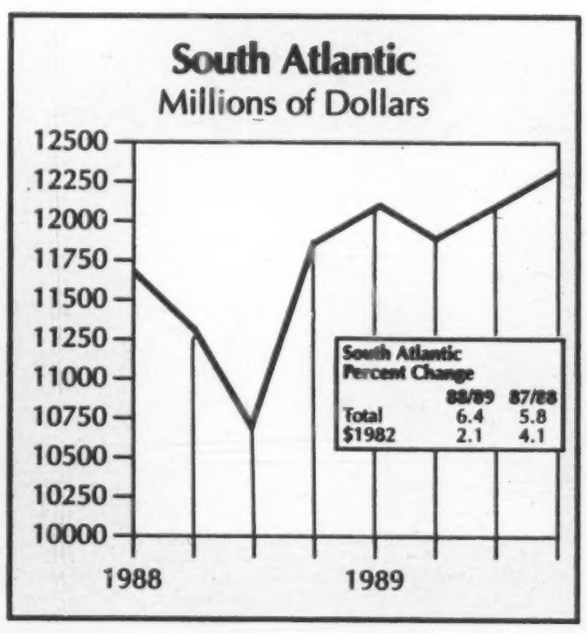
Regional Outlook: Building Material Sales

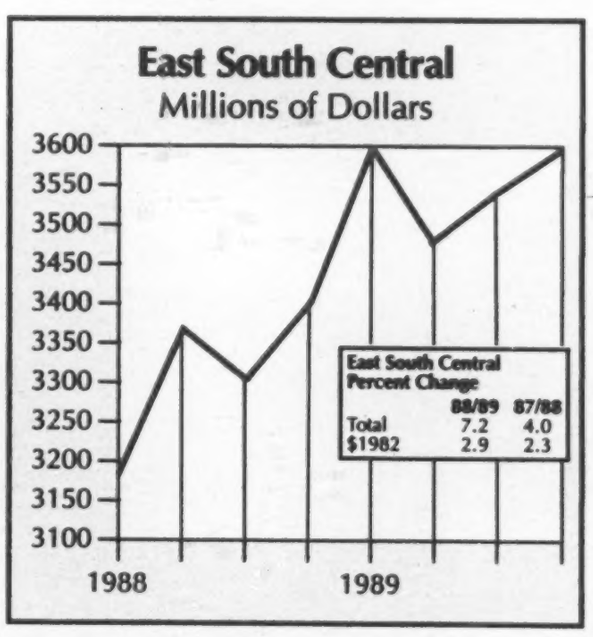


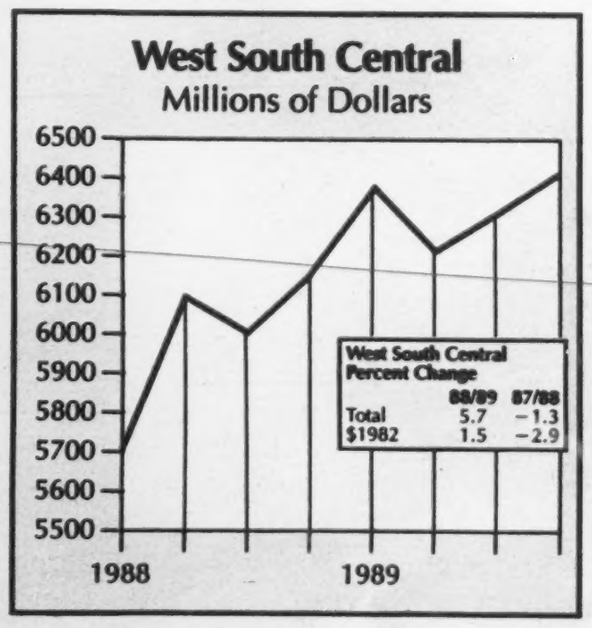


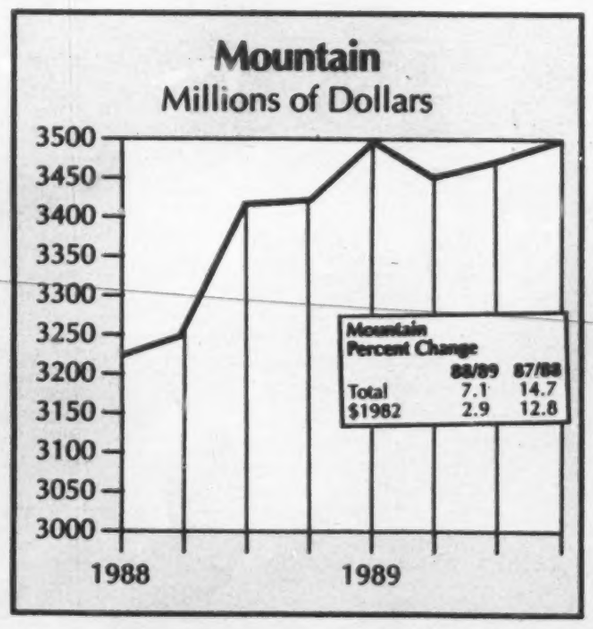


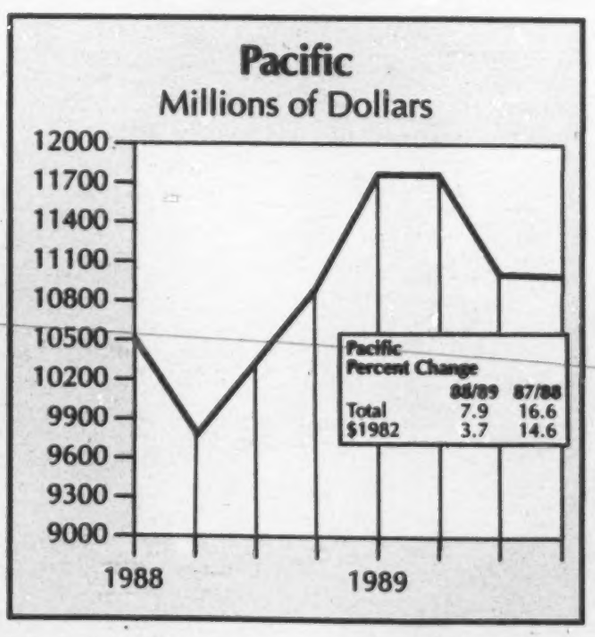












Data: Dept. of Commerce
Bureau of Labor Statistics
National Association of Realtors
Dept. of Housing and Urban Development

The Home Center Industry Outlook runs in two parts, one each month. The first part includes latest data on the General Economic Outlook; Residential Alterations & Repairs; and Retail Trade Activity. The second part includes latest data on regional building material and supply store sales.

SAAR—Seasonally Adjusted Annual Rate
p—projection
NHCN chart

Business Watch

stocks

B&D's first quarter results link higher sales with income loss

By an NHCN staff editor

TOWSON, Md. — Black & Decker's first quarterly results since its acquisition of Emhart have produced a mixed bag, with significantly higher sales coupled with a $5.2 million income loss.

Sales for the third quarter ending June 25 reached $854.7 million, a 58 percent increase over the $539.3 million for the same period last year, including the effects of the acquisition. Acquired Emhart sales accounted for 52 percent of the increase while sales for the existing B&D businesses rose 6 percent.

Nine-month sales rose 23.5 percent compared to the same period last year, from $1.7 billion to $2.1 billion. Excluding Emhart, B&D sales increased 9 percent for the same period.

B&D posted a $5.2 million loss in net earnings, or nine cents per share, for the third quarter. That compares to net earnings of $21.4 million, or 36 cents per share, for the same period last year. For the nine months, earnings stood at $1 per share, 20 percent lower than the $1.25 of a year earlier.

The corporation attributes the quarterly earnings loss to the "increased interest expense for the months of May and June and certain other expenses and tax effects attributable to the acquisition of Emhart in April."

"Although the retail environment is more challenging than at the beginning of the year, new products are making an important contribution to our sales momentum," said Nolan Archibald, B&D president and ceo, in a prepared statement.

Double-digit sales increases in power tools more than offset relatively flat sales in the company's household and outdoor products, Archibald added.

Retailer stock prices plummet

Manufacturers' common stock fared better than most retailers' during the two weeks ended July 28.

The stock prices for 20 publicly held suppliers were up in this period, with 6 declining and 5 remaining flat. In contrast, 8 retail stocks fell in price, with only 5 rising and one staying the same. The two wholesaler stocks tracked for *NHCN* by Media General were both off from the previous two weeks.

Even the gainers, though, saw modest percentage increases. Among manufacturers, Georgia-Pacific led the pack with a nearly 14 percent price jump to $52 per share. Black & Decker, which just reported a $5 million loss for the quarter ended June 25 *(see other story)*, also had a 14 percent gain to $23.50 per share.

On the downside, Armstrong Industries, which reportedly is a takeover target, lost $1.50 per share during this period to around $50.

Retailers' stock prices drooped. National Lumber's declined nearly 16 percent to $2.25 per share, and the Strober Organization fell by 75 cents to $5.75. Grossman's, despite a 23 percent increase in first half net income to $3.2 million and a 5 percent gain in sales to $563 million, saw its stock price decline 13 percent to $8.25 per share. The biggest winner was Wolohan Lumber, whose stock improved modestly by 5 percent.

HOME CENTER MARKET SUMMARY

National Home Center News

Covering The Period 07/14/89 - 07/28/89

Company (Exchange)	Symbol	STOCK PRICE High	Low	Close	Change Amt	Change Pct	52-Week High	52-Week Low	VOLUME Total Volume This Period (100)	% Shrs. Outstanding %	Average Daily Vol. Last 52 Week (100)	Average Daily Vol. This Period (100)	EARNINGS/SHARE Last Fiscal Year $	Latest 12 Months vs Preceding 12 Months Change Amt. $	Change Pct %	5-Year Annual Growth Rate %	Profit Margin %	P/E Latest P/E Ratio -	DIVIDENDS Indicated Dvd. Rate Amt. $	Yield %	Last X-Dvd. Date -	FINANCIAL POSITION Last Fiscal Year Revenue $ Mil	Earnings $ Mil	Current Ratio -	Last Fiscal Year (Per Share) Long Term Debt $	Common Stock Equity $	Last Balance Sheet Date -
Retailers																											
Gen Bldg Prods (O)	GBLD	3.75	3.25	3.25	-.25	-7.14	5.88	2.75	199	.50	36	20	-.06	-.86	S -100.0	NC	-.3	NE	.00	.0	00-00-00	79.3	-.2	4.6	5.48	4.01	1188
Grossman's Inc (O)	GROS	8.25	7.50	7.50	-1.13	-13.04	9.75	4.88	33,271	12.74	1,984	3,327	.50	.07	Q 14.0	NC	1.2	13.2	.00	.0	00-00-00	1141.6	13.2	1.8	6.15	3.88	1288
Hechinger A (O)	HECHA	18.25	17.88	18.13	.13	.69	19.50	15.88	9,276	4.53	1,037	928	NA	NA	NA	NA	NA	NA	.16	.9	07-31-89	NA	NA	NA	NA	NA	NA
Hechinger B (O)	HECHB	18.00	17.63	17.75	-.13	-.70	19.50	15.50	417	.28	69	42	1.30	.10	Q 8.5	16	4.8	14.0	.06	.3	07-31-89	1019.4	48.8	3.9	4.95	10.14	0189
Home Depot (N)	HD	31.13	27.13	30.25	2.88	10.50	31.13	15.25	13,582	1.82	2,231	1,358	1.00	.27	Q 33.3	45	3.8	28.0	.12	.4	07-11-89	1999.5	76.8	1.7	1.45	5.16	0189
K mart Cp (N)	KM	41.00	37.25	40.50	2.75	7.28	41.00	31.25	87,614	4.40	6,178	8,761	4.00	.44	Q 12.8	13	2.9	10.5	1.64	4.0	08-11-89	27301.0	803.0	2.0	14.78	25.13	0189
Lowe's Cos (N)	LOW	26.13	25.00	26.00	-.13	-.48	27.25	18.75	4,497	1.21	589	450	1.83	.23	Q 14.4	3	2.7	14.2	.48	1.8	07-10-89	2516.9	89.2	2.4	4.73	14.79	0188
NHD Stores (O)	NHDI	9.00	8.50	8.75	-.25	-2.78	9.50	5.25	421	3.23	27	42	.79	.21	Q 38.9	12	1.9	11.7	.00	.0	09-16-86	51.4	1.0	2.1	4.07	7.14	0189
Natl Lumber (O)	NTLB	2.25	1.88	2.00	-.38	-15.79	3.25	1.75	702	1.25	40	70	-.82	-1.07	Q NC	NC	-3.0	NE	.00	.0	00-00-00	152.0	-4.6	1.2	.21	2.86	0189
Scotty's Inc (N)	SHB	16.63	16.00	16.00	.00	.00	16.63	10.50	150	.10	258	15	.76	-.50	N -63.3	-21	2.0	55.2	.52	3.3	07-06-89	550.8	11.1	2.1	3.58	12.20	0688
Sears, Roebuck (N)	S	46.63	44.88	46.00	.75	1.66	48.13	34.75	60,586	1.64	8,856	6,059	2.40	-1.44	Q -35.4	-6	1.8	17.5	2.00	4.3	05-26-89	50[illegible].8	909.5	.0	26.15	37.75	1288
Std Brd Pnt (N)	SBP	17.38	16.63	17.00	-.25	-1.45	19.38	11.75	1,877	3.28	365	188	.57	-2.27	N -100.0	NC	2.1	NE	.00	.0	08-11-87	305.5	6.5	2.9	16.51	4.04	0188
Strober Organiz (O)	STRB	5.75	4.75	4.75	-.75	-13.64	11.00	4.75	489	.80	55	49	.64	-.18	Q -23.7	13	2.8	8.2	.00	.0	00-00-00	140.4	3.9	1.7	1.09	4.93	1288
Wolohan Lumber (O)	WLHN	18.75	17.25	18.13	.88	5.07	27.00	14.25	693	1.18	199	69	1.92	.26	S 15.2	45	4.3	9.2	.28	1.5	05-25-89	257.8	11.2	2.6	4.79	9.02	1288
Wholesalers																											
Hughes Supply (N)	HUG	21.38	19.50	19.75	-1.50	-7.06	21.88	16.50	678	1.39	53	68	1.99	.06	Q 4.2	10	1.9	10.0	.36	1.8	07-31-89	501.9	9.7	3.0	15.72	18.88	0189
Moore-Handley (O)	MHCO	4.13	3.75	3.75	-.25	-6.25	4.75	3.75	686	2.95	14	69	-.17	-.13	Q NE	NC	-.5	NE	.20	5.3	10-03-88	99.7	-.5	2.0	3.18	5.98	1288
Manufacturers																											
Am Consum Prods (O)	ACPI	8.75	8.75	8.75	.00	.00	12.25	8.75	0	.00	13	0	.70	.01	Q 1.4	NC	2.3	12.3	.00	.0	06-08-88	78.6	1.8	4.3	7.33	5.40	1288
Am Woodmark (O)	AMWD	13.63	13.13	13.63	.38	2.83	13.63	8.88	1,320	1.75	54	132	.70	.11	N 14.1	NC	4.1	15.3	.00	.0	05-24-88	129.5	5.3	1.9	4.00	4.41	0488
Armstrng Wrld (N)	ACK	49.63	46.50	47.50	-1.50	-3.06	50.88	31.75	22,945	4.96	1,976	2,295	3.51	.13	Q 3.9	20	6.1	13.6	1.06	2.2	05-01-89	2680.3	162.7	1.2	4.02	21.73	1288
Black & Decker (N)	BDK	23.50	20.00	23.25	2.88	14.11	25.25	18.13	32,561	5.51	2,560	3,256	1.65	.55	S 42.3	7	4.3	12.6	.40	1.7	09-01-89	2280.9	97.1	1.7	4.73	12.38	0988
Boise Cascade (N)	BCC	45.13	43.50	45.13	1.13	2.56	46.50	39.25	16,075	3.60	1,462	1,608	6.34	1.42	S 26.9	40	7.1	6.7	1.40	3.1	09-11-89	4094.6	289.1	1.3	20.59	37.34	1288
Catalina Lghtg (A)	LTG	14.13	12.38	13.63	1.13	9.00	15.25	5.25	1,688	4.59	173	189	.41	.27	S 100.0	NC	4.1	25.2	.00	.0	00-00-00	26.9	1.1	1.6	.06	1.52	0588
Champ Intl (N)	CHA	34.63	32.25	34.00	.25	.74	35.13	29.50	32,126	3.37	2,981	3,213	4.80	.89	S 22.0	NC	8.9	6.9	1.10	3.2	06-12-89	5128.5	456.4	1.4	20.00	35.05	1288
Clairson Intl (O)	CLIC	7.50	7.19	7.50	.31	4.35	7.50	2.75	1,514	2.98	208	151	.55	-1.03	N -100.0	NC	3.3	NE	.00	.0	00-00-00	82.0	2.7	1.8	3.54	3.89	0987
Cooper Indus (N)	CBE	33.50	31.25	31.88	-.88	-2.67	34.25	25.06	22,148	2.17	2,064	2,215	2.21	.48	Q 27.0	22	5.3	14.1	1.00	3.1	05-01-89	4258.3	224.4	1.7	11.54	17.47	1288
DeSoto Inc (N)	DSO	38.75	37.00	37.38	-.75	-1.97	52.50	29.75	1,371	3.42	383	137	.79	-2.16	S -100.0	NC	.8	NE	1.40	3.7	03-21-89	402.5	3.2	1.8	12.33	24.29	1288
Georgia Pacific (N)	GP	52.00	45.50	52.00	6.38	13.97	52.00	33.25	25,022	2.64	2,366	2,502	4.76	1.70	S 38.7	44	4.9	8.5	1.40	2.7	05-15-89	9509.0	467.0	1.9	26.51	27.79	1288
La Pacific (N)	LPX	37.38	35.38	37.00	1.88	5.34	37.38	26.00	9,156	2.46	903	916	4.02	-.05	S -1.2	41	8.5	9.0	1.00	2.7	05-12-89	1739.4	153.6	3.3	9.92	30.51	1288
Macmillan Bloedel (O)	MMBLF	15.63	15.00	15.63	.50	3.31	17.25	13.88	1,470	.14	545	147	2.58	.21	Q 9.3	NC	10.1	6.4	.80	5.1	02-13-89	2743.8	276.4	.0	.00	.00	0000
Manville Cp (N)	MVL	7.88	7.50	7.63	.00	.00	8.88	6.38	4,520	1.88	NC	452	NA	NA	NA	NA	NA	NA	.00	.0	00-00-00	NA	NA	NA	NA	NA	NA
Masco Corp (N)	MAS	30.50	28.63	29.88	.00	.00	31.13	23.63	31,514	2.30	2,932	3,151	2.10	.17	Q 9.3	17	11.8	14.9	.52	1.7	07-17-89	2438.6	288.3	3.0	7.30	11.30	1288
Mor-Flo Inds (O)	MORF	6.50	6.00	6.00	.00	.00	7.75	4.50	7	.03	20	1	-1.11	.45	Q NE	NC	-1.3	NE	.01	.2	12-09-88	218.0	-2.8	1.8	12.85	14.08	1288
Newell Co (N)	NWL	44.38	39.13	44.00	4.25	10.69	44.38	21.13	5,117	1.74	536	512	2.18	.96	S 61.9	24	6.2	17.5	.75	1.7	05-16-89	988.2	61.4	1.7	6.56	11.19	1288
Nortek Inc (N)	NTK	9.13	8.38	8.63	.25	2.99	10.38	6.38	2,139	1.45	378	214	.90	1.28	Q NE	NC		20.5	.10	1.2	06-30-89	1224.2	13.2	2.9	38.65	16.34	1288
Owens Corn (N)	OCF	34.50	30.38	34.25	1.50	4.58	34.50	19.50	15,532	3.87	1,203	1,553	4.71	4.88	S NC	NC	7.0	7.0	.00	.0	00-00-00	2831.0	197.0	1.2	32.73	-15.18	1288
Ply-Gem (A)	PGI	13.38	12.38	13.13	.25	1.94	15.00	11.38	2,569	2.40	215	257	1.41	.15	S 16.5	13	4.1	12.4	.12	.9	06-15-89	383.7	15.9	4.0	7.71	9.37	1288
Pope & Talbot (N)	POP	27.00	25.13	27.00	2.00	8.00	27.00	16.13	4,698	3.98	242	470	2.68	.77	S 31.8	NC	6.2	8.5	.60	2.2	07-25-89	515.0	31.9	1.9	6.24	13.05	1288
Potlatch Cp (N)	PCH	35.50	34.00	35.50	.50	1.43	38.00	29.00	2,797	.97	356	280	4.04	.87	S 24.6	33	10.4	8.1	1.04	2.9	08-10-89	1084.1	112.4	2.4	13.66	24.97	1288
PPG Inds (N)	PPG	45.25	42.88	45.00	.25	.56	46.00	36.25	15,999	1.38	1,633	1,600	4.26	.35	S 9.0	17	8.3	10.6	1.52	3.4	08-04-89	5638.7	467.6	1.5	8.00	20.48	1288
Rep Gypsum (N)	RGC	5.75	5.00	5.38	-.13	-2.27	6.38	4.25	1,174	1.16	65	117	.20	.03	N 14.3	-22	3.8	22.4	.20	3.7	05-24-89	52.1	2.0	3.4	1.09	3.16	0688
Sherwin-Wms (N)	SHW	32.75	30.88	32.50	1.38	4.42	32.75	24.88	10,610	2.47	1,078	1,061	2.30	.09	S 3.9	13	5.2	13.6	.70	2.2	08-21-89	1950.5	101.1	2.0	3.01	13.97	1288
Stanley Works (N)	SWK	37.13	34.63	36.50	1.25	3.55	37.13	24.00	8,261	1.93	958	826	2.40	.40	S 18.3	10	5.4	14.1	.96	2.6	06-06-89	1909.0	103.5	2.7	7.93	16.31	1289
Thos Inds (N)	TII	19.50	18.75	19.25	.38	1.99	23.31	16.13	685	.67	108	69	1.62	.02	S 1.2	5	5.1	11.4	.72	3.7	08-28-89	347.6	17.7	2.7	.00	12.25	1289
Union Camp (N)	UCC	37.63	36.75	37.25	.00	.00	38.63	31.00	13,592	1.93	1,597	1,359	4.25	.97	S 26.9	19	11.1	8.2	1.48	4.0	08-28-89	2660.9	295.2	2.4	9.13	22.66	1288
USG (N)	USG	5.13	4.25	4.63	-.25	-5.13	7.75	4.25	13,889	2.57	1,839	1,389	2.38	-1.42	Q -46.1	NC	5.6	2.6	.00	.0	00-00-00	2248.0	125.5	1.0	44.18	-27.26	1288
Wausau Inds (N)	WAX	8.63	8.00	8.00	-.50	-5.88	12.00	7.00	660	.93	291	86	.71	.14	N 22.2	22	4.3	10.4	.10	1.3	06-26-89	152.4	6.6	2.6	3.63	2.27	0688
Weyerhaeuser (N)	WY	30.25	28.38	30.25	1.25	4.31	30.88	23.25	39,648	1.94	4,259	3,965	2.68	.41	S 16.7	27	5.6	10.6	1.20	4.0	07-24-89	10013.9	564.4	.0	16.55	19.86	1288

All Data are based on sources believed to be reliable, but its accuracy is not guaranteed. Every effort will be made to correct errors, when discovered, in future issues.

Reporting period
3 mos.—First quarter of fiscal year
6 mos.—First six months of fiscal year
9 mos.—First nine months of fiscal year
Fiscal—Fiscal year
NEW—New report since last issue

Last 52 Weeks

General Field Footnotes
NA—Not available or not applicable
NC—Data required for calculation currently incomplete in our files
NE—Negative earnings invalidate calculations
NM—No meaningful figure
a—Under dividend amount, indicates a stock dividend
b—Indicates cash plus stock dividend when applied to dividend amount column

P/E Ratio—Price/earnings ratio
E.P.S.—Earnings per share
Market
N—New York Stock Exchange
A—American Stock Exchange
O—NASDAQ Over-the-Counter
M—NASDAQ National Market

*Two-week average volume equals the number of shares traded divided by the number of shares outstanding during the latest two-week period. Twelve-week average volume equals the number of shares traded divided by the number of shares outstanding over the previous 12 weeks.

All earnings data and all related calculations using earnings data use primary earnings from total operations and after extraordinary items. Earnings are before extraordinary items, when such items are applicable.

Data and Table Provided by Media General Financial Services Inc., Richmond, Va. 23219

Retailers lay down the law: no bar code, no shelf space

(Continued from page 1)

bar coding by January. This, despite NFPA figures showing that only 15 percent of forest products are sold at retail.

"We will start to see a groundswell by the end of the year," said Dave Brewster, national product manager-distribution at Georgia-Pacific and the chairman of NFPA's subcommittee on bar coding.

Eagerly awaited by dealers

Meanwhile, the three known lumber suppliers currently bar coding—Boise Cascade, Plum Creek Lumber and Hancock Lumber—report positive feedback from retailers that carry their products, despite the limited offering.

Canadian Tire, North America's largest hardlines retailer, is currently testing UPC scanners in two of its Toronto stores, and expects to have nearly three quarters of its 18,000 private-labeled skus UPC-stickered by spring, according to Bryan Hutton, senior director of retail planning for the 410-unit company.

Several American home centers are also investing in equipment and product labeling. Two U.S. warehouse chains, The Home Depot and Builders Square, have each completed successful point-of-sale pilot programs. Berman said four more Builders Square stores will have UPC capabilities by year's end, and 70 by the close of 1990.

"Our efficiency has improved greatly," he said. "And not one person was laid off in the process."

Another supporter—Tom Righi, MIS manager at ServiStar, the Butler, Pa.-based co-op—believes the AHMA initiative will gain wide acceptance for bar coding.

"Until now, there has been no central organization to pick up the ball," said Righi. "Maybe now things will move fast."

About 500 of ServiStar's 3,700 dealer-members use the co-op's custom computer ordering system and Righi said UPC operations can be adapted to the system. ServiStar, which already has its own UPC customer number, is also optimistic it can improve efficiency at its five warehouses by setting up UPC systems.

Automated shipping abetted

The AHMA guidelines address what is regarded as the last frontier on bar coding in home centers: marking cartons with UPC stickers to allow for automated shipping, receiving and processing.

Bonney Stamper, a consultant who developed the guidelines, said that while 75 to 80 percent of hardware items on home center shelves already contain UPC markings, only 10 percent of those items enter retail stores in cartons that are labeled.

"Carton coding is more expensive," she said, saying it can run as high as five cents per carton. It is also more difficult because cartons usually contain an array of items.

As a result, AHMA recommends use of something called Uniform Code Council (UCC) 128. Designed for cartons that contain mixed goods, UCC 128 is widely used in the apparel industry. "This seems to be the preferred code," said Farrell. "It allows the widest use of the master carton."

But at least one manufacturer, Stanley Tools, has been using a code called Interleaved 2 of 5, designed for uniform goods. Stanley's manager of package development, Martin Fazio, said the company will study the issue and change over if necessary.

"We chose what we did before any guidelines were issued," he said. "Our preference is for the industry to have one standard."

Farrell, while stressing that the AHMA is merely offering a recommendation, also cautioned that vendors that fail to conform to the new guidelines may face losing their customer base.

Some items uncodable?

One unresolved question is what to do about products such as screws, nails and pipe fittings that, because of their size, can never be bar coded and thus scanned like others at the checkout counter.

Stamper said retailers will deal with this in a variety of ways, from punching in bar code or stockkeeping unit numbers culled from a chart with a picture of the item, to using a scanning device that can distinguish items themselves as well as codes.

She said the former system is now used by Builders Emporium, the Irvine, Calif.-based chain, and the latter is being looked at by the Atlanta-based Home Depot.

"I think this is an area where you'll see a lot of entrepreneurship," said Farrell, who added that "bar coding, like everything else, is not perfect."

Cost still a factor

Another problem that has not been completely resolved is how the cost of installing UPC stickers and the equipment that will scan them at retail will be defrayed.

"Sure, [UPC] can improve the accuracy of your operation," said Burt Stephenson, advertising manager for the six-unit Hacienda Home Centers in Albuquerque, N.M. "But it costs a lot of money for an operation like ours." Hacienda has no immediate plans to invest in checkout counter scanning equipment.

It's estimated that startup costs for applying code stickers to products can run up to $25,000 for suppliers. Ward Hitchings, director of construction specifications for the NFPA, said a variety of plans are being discussed, including one that has retailers and vendors picking up the tab together. "Somebody's going to pay for it," said Hitchings. "Maybe the customer."

Others, however, maintain that the savings to home centers on inventory control and improved accuracy will offset startup costs. Farrell's view is, "This is just going to be the cost of doing business."

Wood vendors nix ink stamp

Meanwhile, Brewster said the NFPA has ruled out the use of ink jet UPC stamps on lumber. On treated lumber, he said, it will recommend using plastic tags applied with a staple, while on plywood and studs the nod will go to adhesive tags.

Adhesive was used by Hancock Lumber when it shipped 24,000 board feet of shelving to the 40-unit Pergament in late spring. Bob Bisom, vp-management information systems for Pergament, said the product was well received.

"It's been fine for us," he said. "No problems whatsoever."

Hancock's vp-merchandising, Jim Outram, said the company has been deluged with requests for the bar-coded shelving. Another batch is almost ready to be shipped.

"It has gained us market share and generated an awful lot of interest," he said.

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Former Pergament exec becomes coo of specialty home decor chain

By an NHCN staff editor

MELVILLE, N.Y. — Martin Pepkin, a senior vp and general manager for Pergament Home Centers here, is now the chief operating officer of Martin Home Decorating Centers, a 52-unit specialty chain based in Jamaica, N.Y.

He replaces Jerome Shier, who had retired.

Pepkin, 57, resigned from the 40-unit Pergament July 10. He had been with that chain for 29 years.

In his career there, Pepkin was instrumental in developing many of Pergament's merchandising departments, taking a particular interest in home decor and, specifically, wallcoverings, which until recently he bought for its stores.

He generally was the chain's main representative at trade shows, and he was spotted last January doing reconnaissance work for Pergament at Home Depot's new store in East Hanover, N.J.

Martin Pepkin

His departure, which he and knowledgeable sources said was voluntary, came only four weeks after senior vp and general manager Will Vachon left Pergament after a year's tenure.

Following a change in ownership at the chain in February, operational responsibilities had been divided between the two men, with district managers and stores reporting to Vachon, and Pepkin handling store setup, development and distribution. Vachon was replaced by divisional merchandise manager Bruce Falk.

"The job realignment wasn't to my liking because it took me away from my first love—merchandising," said Pepkin. When asked how much of Pepkin's time would be devoted to merchandising, Martin's president, Robert Glick, said, "100 percent. We're looking forward to a very bright future with him."

Michael Lurie, Pergament's executive vp, declined comment about Pepkin's leaving. Pepkin's replacement at Pergament could not be ascertained.